

Transcom to acquire Awesome OS – Bond Investor Q&A

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- 1. What is Awesome OS' niche within customer experience?**
Awesome OS is serving, from the Philippines, the fast-growing US e-Com vertical and, in particular, partners with clients already in their start-up stage and follows them closely on their growth path.
- 2. Why is Transcom partnering with Awesome OS?**
Plan is to support continued growth with US based e-Com and tech clients through the combined efforts of Awesome OS and Transcom English Speaking Region, where Transcom can add scale, capital and operational excellence. Additionally, we will build on the expertise of Awesome OS to develop a European offering focusing on the e-Com and tech verticals.
- 3. What are the key financials of Awesome OS?**
In 2017, Awesome OS had revenues of USD 25.7m, adjusted EBITDA of USD 8.4m and Net Income of USD 6.6m. Since 2015, the company has grown revenue rapidly, with a CAGR of 34%.
- 4. What is the purchase price and how is it financed?**
Awesome OS was acquired at a multiple lower than that of Transcom at the time of the take-private from the stock exchange and lower than that of Transcom's listed comparable companies. The purchase price is financed by cash on balance sheet and the issuance of an unsecured note of EUR 10m under the general basket of Permitted Financial Indebtedness (i.e. limb (q) of that definition). The sellers are also re-investing a significant amount into Transcom.